#### **BELLSOUTH REPLY COMMENTS**

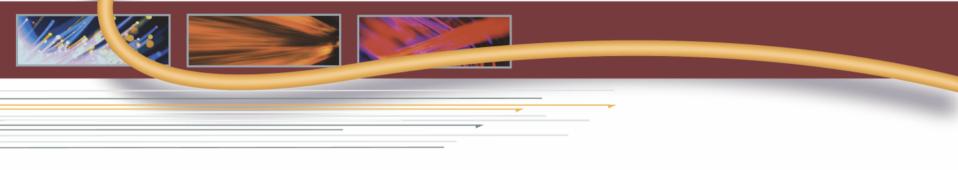
WC Docket No. 05-25 RM-10593

July 29, 2005

**Attachment 5** 

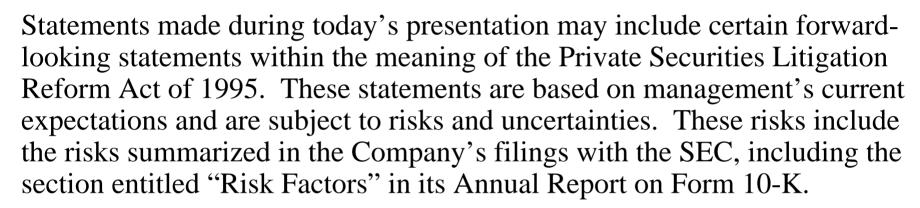


CONNECTING YOUR BUSINESS TO MORE BUSINESS™



## Investor Presentation **June 2005**

## Safe Harbor Statement . . .



Time Warner Telecom Inc. is under no obligation, and expressly disclaims any obligation, to update or alter its forward-looking statements whether as a result of new information, future events or otherwise.

Comments and discussions related to financial performance and trends are based on the information from our first quarter 2005 earnings call and press release. Please see our Q1 2005 earnings release at <a href="https://www.twtelecom.com">www.twtelecom.com</a>.





## Time Warner Telecom . . Connecting Your Business to More Business

## Company Overview



### Strong Growth Continues . . .

Data and Internet Revenue Growth 29%

Enterprise Revenue Growth
 16%

Customer Growth17%

Modified EBITDA Growth
 15%

Modified EBITDA Margin 35% for Q1 05

Unlevered Free Cash Flow
 13 Consecutive Qtrs.

(1)"Growth" refers to year over year change for the three months ended Q1 2005 versus Q1 2004. (2) Unlevered free cash flow is defined as Modified EBITDA less capital expenditures.



### Our Strategic Strengths . . .

- We have robust optical, data & IP networks, combined with <u>extensive</u> local connectivity into buildings
- Industry leading Ethernet portfolio and experience with large market opportunity to replace legacy technologies
- Expertise in network integration to leverage to solve customer's networking problems
- Large and growing Enterprise customer base with significant market opportunity

. . . We are a data networking company

Connecting businesses to more business

TIME WARNER TELECOM

# Significant Enterprise Market Opportunity . . .

#### **Market Definition:**

Enterprise: mid & large size businesses with 100+ employees

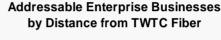
#### **Characteristics:**

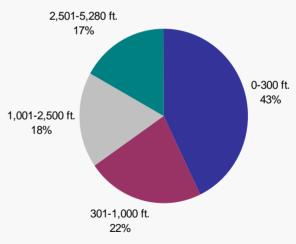
- 2% of U.S. businesses are mid & large sized
- U.S. mid/large size business telecom spend annually is estimated to be \$32B

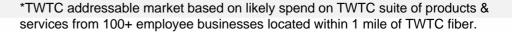
### TWTC Addressable Market Potential\*:

 \$4.9B in telecom spend annually ~70,000 business sites reside in TWTC markets

Over 50,000 business sites reside w/in 1 mile of our Fiber



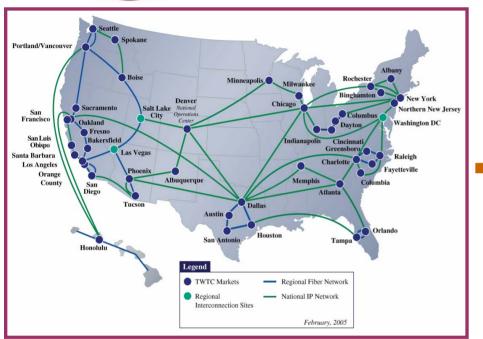




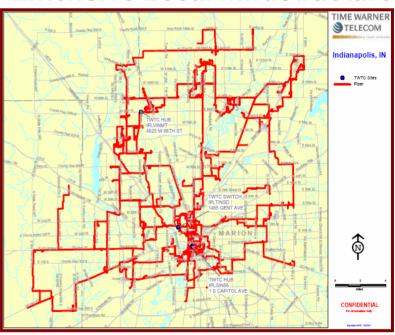


## Our Powerful Asset – managing direct connections to the customer

#### Powerful Fiber Network



#### Extensive Local Infrastructure



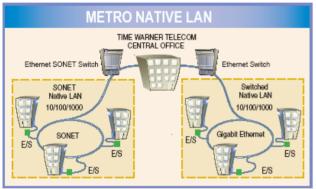


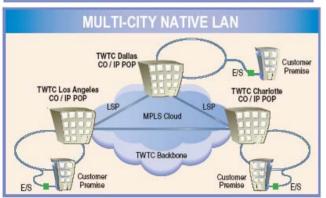
- Nearly 20,000 fiber route miles -- across 44 markets
- Nearly 5,300 buildings -- lit with fiber based services
- A multi service IP backbone -- operating up to OC-192/10 Gig



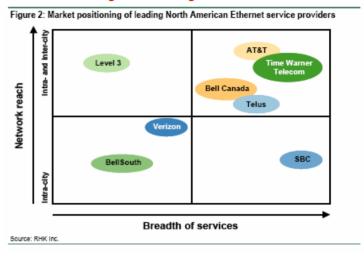
### Ethernet Innovation & Leadership . . .

#### Ethernet - How it Works





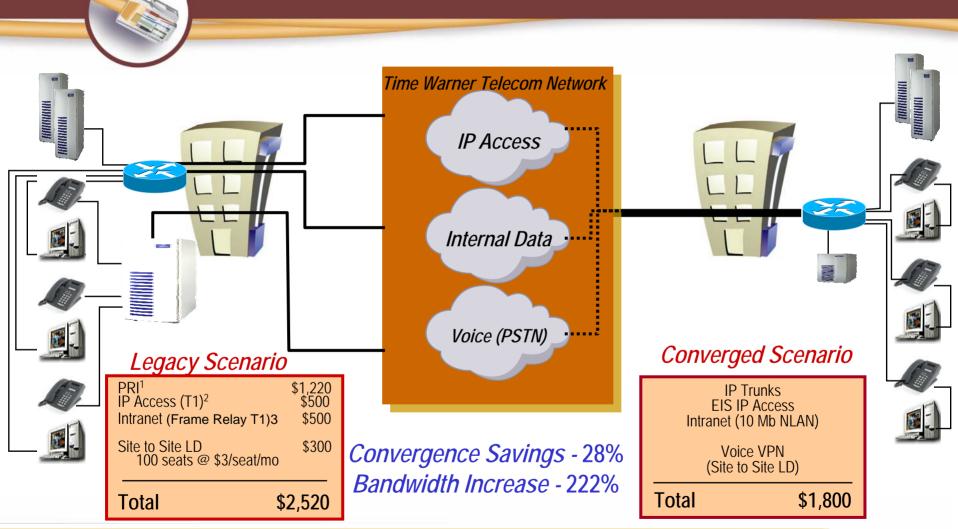
#### How Industry Analysts rate TWTC



- Robust suite of Ethernet Services
- Industry Leader
- Breadth of Network reach Doorstep-to-Doorstep, Market-to-Market
- Scalable bandwidth from 2 Mbps to 10 Gig

We are a data networking company helping businesses run more efficiently TIME WARNER TELECOM

## Convergence – End to End solutions with a single connection





<sup>&</sup>lt;sup>1</sup> Average Tariffed rate across RBOCs, 36 months

<sup>&</sup>lt;sup>2</sup> Average "street" price for T1 of IP Access

<sup>&</sup>lt;sup>3</sup> Average Tariffed Frame Relay rates across RBOCs, 36 months

# Customer Case Study: Radiology Ltd.

Integrated Network Solutions - Delivering Business Efficiencies!



TWTC IP Backbone
TWTC Voice

Drivi





Time Warner Telecom Metro Ethernet & Optical Transport

#### **Application Notes**

- ✓ Replaces DS-3 Backbone
- ✓ 6 Node, 100 Mbps Ethernet over SONET Circuits
- ✓ 30 Mbps of TWTC Internet Access
- ✓ DS-1s for Remote Sites (Doctor's Homes)









#### **Driving Efficiencies**

- Processing 1 million images every 5 weeks BEFORE solution
- ✓ 30% productivity improvement in reads, analysis
- ✓ Significant expense reduction by eliminating films, couriers
- ✓ **Doubled available bandwidth**, same monthly expense
- ✓ Web access improved referring physician access from 1.5 days to 5 minutes
- Improved emergency reads and analysis by 45 minutes per case



## Strategic Developments . . .

#### Two major agreements with AT&T and SBC

- AT&T and SBC Customer Agreement Effective upon Merger
  - -- Two year extension to existing AT&T contract
  - -- Agreement for AT&T and SBC to purchase services from TWTC
  - -- Provides continuing stability and predictability to revenue stream from TWTC's largest customer through 2010
- SBC Supplier Agreement Effective June 2, 2005
  - -- New 5 year contract to purchase services in SBC Territory
  - -- Provides stability to special access costs through volume purchasing
  - -- Provides performance standards for service provided



### TWTC's Focus...

- Unique asset base with powerful networks ...
   Access to the customer has never been more critical
- Industry-leading product portfolio ...
   Making businesses run more efficiently
   Serving over 20% of Fortune 1000 customers currently
- Leveraging our infrastructure ...
   Focused on capital efficiency and cash flow
- Innovative solutions and service ...

  Enabling technology for customer networks

. . . A differentiated and defendable market position!

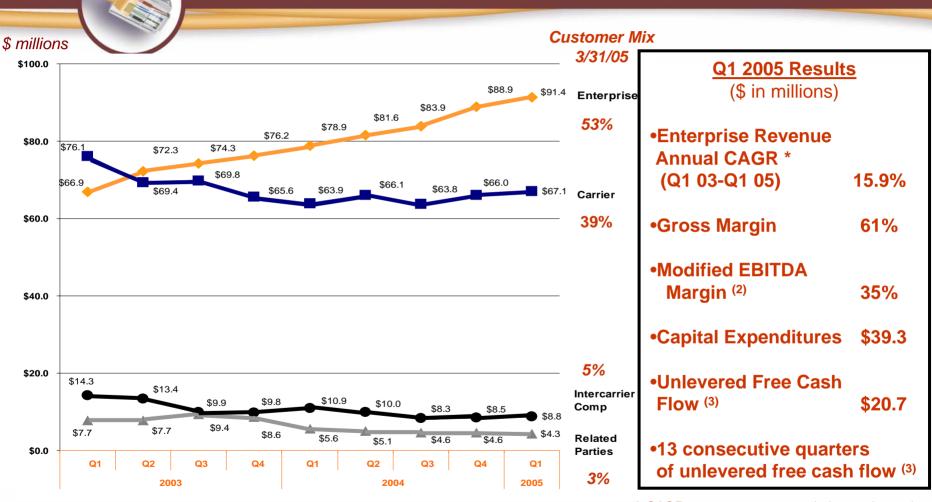


## Time Warner Telecom Connecting Your Business to More Business

## Financial Overview



#### Revenue Growth ...



<sup>\*</sup> CAGR represents compounded annual growth rate



<sup>(1)</sup> Excludes MCI and reciprocal compensation settlements.

<sup>(2)</sup> Includes \$4 million favorable tax resolution in Q1 2005.

<sup>(3)</sup> Defined as Modified EBITDA less capital expenditures

<sup>(4)</sup> For a reconciliation to related GAAP measures please see the supplemental earnings information on the Company's website at www.twtelecom.com

## **Driving Continued Growth...**

- Investing in the future
  - Building expansions
  - Network and new product expansions
  - Information Technology and Corporate Infrastructure
  - Federal contracts
- Guidance for 2005
  - Approximately \$175 million in capital expenditures

. . . Creating higher long-term margins



## Capital Expenditures . . .

<b>Full Yr 2004</b>
---------------------

**Short-to-Medium Term Success Based Investments** 

\$121

\$ in millions

(Building entry, fiber, CO augmentation, etc.)

#### Longer-term strategic investments

VoIP new product investments
 17

Strategic market expansions

• IT/Corporate investments/other 16

Total Capital Expenditures \$172



## Funding of Cap Ex...

	<b>Year 2004</b> \$ in mile	<b>Q1 2005</b> lions
Modified EBITDA	\$213	\$60
Interest Expense (1)	107	29
Available for Investment	106	31
Capital Expenditures	(172)	(39)
Use of Strategic Cash	\$ 66	\$ 8
	As of Dec. 31, 2004	As of Mar. 31, 200

Balance of Cash & Equivalents

As of Mar. 31, 2005

(1) Excludes write-off of deferred loan costs in both periods, excludes call premium in Q1 2005. Reported Interest expense, net of interest Income was \$115.9 million for the year ended December 31, 2004 and \$37.1 million for the first guarter of 2005.



## A return Case Study with one Client ....

\$ in 000s Year:	01	02	03	04	05	06	07	Cumulative Contract Value	
Revenue	\$30	\$99	\$199	\$206	\$457	\$500	\$500	\$1,991	
M-EBITDA	\$25	<b>\$76</b>	\$162	\$166	\$374	\$408	\$408	\$1,619	
Invested Capital	\$72	\$92	\$54	<b>\$0</b>	\$319	<b>\$0</b>	<b>\$0</b>	\$537	
Cum. Cash Flow	(\$47)	(\$63)	\$45	\$211	\$266	\$674	\$1082	\$1,082	
Locations	1								
Services Trai	nsport				9 Loc	cations	<u> </u>	Projected Return	
Transport, Switched Internet & data					ed	61% Pre Tax 34% After Tax			

TIME WARNER STELECOM

**Products** 

22 DS1, 1 DS3, 1 OC12, 26 PRI, 10 MB NLAN

# Our Markets Provide Upside . . .

\$ in millions

Ranked by 2004 EBITDA Margin Performance:

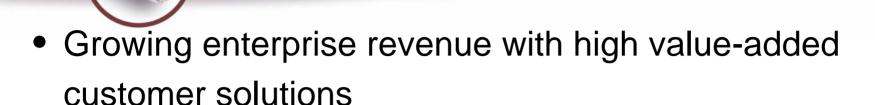
	Revenue <sup>(1)</sup>	M-EBITDA <sup>(1)</sup>	Margin <sup>(1)</sup>
Top 15 Markets	\$364	\$229	63%
Middle 15 Markets	\$220	\$103	47%
Remaining 14 Markets	\$69	\$ 6	9%
Corporate		<b>\$(125)</b>	
Total	\$653	\$213	33%

(1) As reported for the year ended December 31, 2004.

. . . To enhance our margins



## Financial Summary . . .



- Integrated product solutions increase average enterprise customer spend
- Strong and consistent Modified EBITDA Margins
- Focused on capital efficiencies by leveraging the network and interconnection
- Strong liquidity





## **Questions & Answers**

## Reconciliation . . .

	R	
8	n millio	ons

\$ in millions.			2003					2004			2005
	Q1	Q2	Q3	Q4	Full <u>Year</u>	Q1	Q2	Q3	Q4	Full Year	<u>Q1</u>
Net Loss	\$(33.3)	\$(29.0)	\$(5.7)	\$(21.3)	(89.3)	\$(38.8)	\$(27.2)	\$(30.9)	\$(36.1)	(133.0)	\$(35.2)
Cumulative effect of change in accounting principle	3.0	-	-	-	3.0	-	-	-	-	-	-
Income tax expense	.2	.2	.2	.3	.9	.2	.2	.1	.1	.6	.1
Interest expense, net and other income	24.7	24.6	23.7	20.9	93.9	33.8	27.6	27.7	26.1	115.2	37.1
Depreciation, amortization and accretion	<u>54.1</u>	54.4	56.4	59.0	223.9	56.8	54.6	54.7	64.5	230.7	58.0
Modified EBITDA (1)	\$48.7	\$50.2	\$74.6	\$58.9	\$232.4	\$52.0	\$55.2	\$51.6	\$54.6	\$213.5	\$60.0
Less Capital Expenditures	(22.4)	(27.9)	(34.5)	(44.9)	(129.7)	(31.5)	(44.0)	(46.9)	(49.4)	(171.8)	(39.3)
Unlevered Free Cash Flow	\$26.3	\$22.3	\$40.1	\$14.0	\$102.7	\$20.5	\$11.2	<u>\$4.7</u>	<u>\$5.2</u>	\$41.7	\$20.7

<sup>(1)</sup> Please see the earnings press release at <a href="www.twtelecom.com">www.twtelecom.com</a> for further details on financial measures.

